

1 Music playing  
2 Talking  
3 WAITER: How you doing, sir?  
4 FISHER: I'm good, how are you?  
5 WAITER: Great, thank you. A drink, vodka martini,  
6 glass of wine?  
7 FISHER: How 'bout some iced tea?  
8 WAITER: Iced tea? Be back in a second.  
9 PAUSE  
10 A lot of talking/laughter in the background.  
11 WAITER: Hey.  
12 FISHER: Thank you.  
13 A LONG PAUSE  
14 FISHER: BILL FISHER. Hey, how are you? Yes, I do.  
15 PAUSE Yeah, 'cause I yeah, 'cause, yeah, 'cause I'm  
16 closing out, as you recall that was an issue, site  
17 control and timing, 'cause I've got a finite amount  
18 of my bond budget and I've gotta close in ahh, like  
19 the first 10 days or two weeks of January.  
20 That's right. That's right. That's right, or the end of  
21 February, something like that. PAUSE What? Yeah,  
22 something like that. PAUSE Yeah, but the issue  
23 there is, that I, well you know, you don't want  
24 me....PAUSE Yeah, but even, but even if you guys  
25 were under contract now, we'd still be needing to do

1 this swap in time for me to get started on  
2 construction. I can't wait six months when my bonds  
3 close, just so. Yeah, but again I'm, I'm on the other  
4 tracks was I picked up UI was for UI, the  
5 possibility of a school donation and doing some swap  
6 out, but let, let, let us see if we can get stuff from  
7 GUIDO here before we make it a big issue. OK.  
8 PAUSE OK. Well, let STUTTERING I'm not either,  
9 but let me ahh, let me see what I can get DAVID to,  
10 get those guys to agree to, and I'll let you know.  
11 Ab, absolutely. I, I didn't but, ahh, the ball's in  
12 my court, you left me a message. I'll call her this  
13 afternoon. LONG PAUSE Well, that's great, that's  
14 good news, I'll call, I'll call her. She may have  
15 tried me at the office, I'm out and about this  
16 morning. PAUSE That's fine. Perfect. And I'll,  
17 yeah, we'll get something worked out with GUIDO, we'll  
18 make it work. Yeah, yeah, I'm in San Antonio on Wed,  
19 Wednesday and Thursday. Let's, let's try and do that.  
20 Bye-bye.  
21 A very, very long time lapse after the phone conversation.  
22 FISHER: Is that the an, is that the answer to my  
23 question? Well, I'm, I was, I'm not, ahh, I will  
24 probably come back in toward the end of the week,  
25 'cause there's nothing set yet, but I was just

1 wondering whether, whether, every.....PAUSE That'll  
2 be great. PAUSE OK. Run with your club, run with  
3 your club house. OK. That's all we need. That's  
4 fine ahh, you were, you've been out of town and kinda  
5 outta the loop, you could also give a call to HORACE,  
6 we had a very good meeting on, ahh, Friday night. I  
7 called this morning about making sure we were posted  
8 and everything, and he was saying he couldn't give me  
9 an answer 'til this afternoon, so you've got a good  
10 relationship. Why don't you take his pulse and see  
11 what's going on? That's right. I think they're trying to  
12 work out the schedule personally, but he didn't give  
13 me that warm and fuzzy. Alright. Bye.  
14 A VERY LONG PAUSE  
15 FISHER: Commissioner, how are you?  
16 FISHER and Unidentified Male talk simultaneously  
17 FISHER: Good to see you.  
18 UM: Yeah. UI  
19 FISHER: S, SMU colors.  
20 UM: It looks good.  
21 FISHER: You're looking sharp.  
22 UM: Well, you know, I have to dress up every  
23 now and then.  
24 FISHER: I understand.  
25 LONG PAUSE

1 LEE: BILL, how you doing?

2 FISHER: I'm well, how are you?

3 LEE: Very well, thank you, thank you. You look, ahh,  
4 rested.

5 FISHER: I am, I ahh, took a little time off for  
6 Thanksgiving and, ahh, went and saw my father who's  
7 88, and my family was up there for the holiday, and  
8 took my son duck hunting, and so got away from the grind.

9 LEE: Good, good. That's good.

10 FISHER: And you, were you here for the holiday?

11 LEE: I was here for the holidays, ahh, you know my, my  
12 wife has a really large family, but it's kinda  
13 difficult. We have to kinda, see I'm from Los  
14 Angeles, so I have my family on the West Coast, and so  
15 we do lunch, we do ahh, Thanksgiving here, or  
16 vice versa. So I think we gotta go to Los Angeles for  
17 Christmas this year.

18 FISHER: So your Christmas trip will be to LA? Great.

19 LEE: Yeah. But I've had, we had a good time man we,  
20 ahh, as a matter of fact, we were in Canada this  
21 Thanksgiving. In Canada, went to Vancouver. Ahh, my  
22 nephew, ahh, quarterbacks for the BC Lions.

23 FISHER: Really?

24 LEE: And so they went to what's equivalent to their,  
25 ahh, to our Super Bowl, is called the Gray Cup.

1 FISHER: That's, and he got you tickets?

2 LEE: Yeah, so we went there, and you know, did well, so  
3 we had fun.

4 FISHER: That sounds like a wonderful time.

5 LEE: UI his name is CASEY PRINTERS, he'll be in NFL,  
6 we probably won't let him go this year, probably next  
7 year. We'll go, you know, get there, see what he did,  
8 took the team, 'cause they had not been to the Grey  
9 Cup in, since like '86.

10 FISHER: And it was, the Cup was actually played in  
11 Vancouver on their...

12 LEE: It was actually in Ottawa.

13 FISHER: OK.

14 LEE: It was in Ottawa, but he went, we went to their  
15 game, their championship game that took them to Ottawa.

16 PHONE RINGING

17 FISHER: OK. Take that if you need to.

18 LEE: Ahem...

19 FISHER: We both get those occasionally.

20 LEE: Yes, ma'am. I'm in a meeting. OK. OK. They  
21 need to, they need to transfer the warranty deed into  
22 UI. OK. OK. UI. You have to, you have to get her  
23 parents to transfer it to her. OK. OK, to you. OK.  
24 OK, so it's the parents who need to call and have it  
25 transferred to her name. Okay.

1    Alright, I'll, I'll, I'll to that.  Alright,  
2    and I'll, I'll call you up when I leave.  OK, well,  
3    ok, about an hour?  OK UI...  
4    LEE:   And, we were meeting with, ahh,  
5    CLEARED HIS THROAT  
6    just closed out a meeting with the CISNEROS.  
7    FISHER:  Henry?  Yeah.  
8    LEE:   Yeah.  
9    FISHER:  AMERICAN VISTA?  
10   LEE:   Ahem, he's, he's, yeah.  He's here at the AMERICAN  
11   VISTA at, ahh, you know they're getting ready to do  
12   this big piece on southern sector.  DALLAS MORNING NEWS?  
13   FISHER:  Are they actually gonna do a newspaper article,  
14   and that's what it was for?  
15   LEE:   Yeah, they're gonna talk about the state in the  
16   southern sector.  And it's not a very good piece.  
17   It's not a fav, it's not a favorable piece.  
18   FISHER:  Well, who's doing it?  
19   LEE:   DALLAS MORNING NEWS.  
20   FISHER:  STEVE BROWN or...  
21   LEE:   I don't know who's the guy that's doing it, ahh,  
22   but, you know, since we've been meeting with them, we've  
23   been meeting with them over the last month, 'cause we knew  
24   that it was coming down the pipeline.  So we've been  
25   meeting with them, you know, trying to get them to be

1 more sub, be more objective about the southern sector  
2 and all the good things that are, you know, 'cause we're  
3 trying to promote the southern sector, you know.  
4 There's some good development that's going on down  
5 there. Let's not concentrate on the negatives, you know.  
6 Let's have a balanced story, of which it's not balanced at  
7 this point.  
8 FISHER: What, the, I mean the only negative that's  
9 kinda happening out there is the, the mall kinda going  
10 to Cedar Hill, but other than that...  
11 LEE: That's one of the things they're talking about;  
12 they're talking about the housing stock there, they're  
13 talking about, you know, then they're talking about the tax  
14 credit stuff, they're gonna talk about our schools,  
15 they're gonna talk about, you know, the, the ahh, the  
16 ahh, the ahh work force, I mean it's a pretty  
17 comprehensive piece.  
18 FISHER: OK.  
19 LEE: And essentially all of those areas, they're not  
20 being very favorable.  
21 FISHER: OK.  
22 LEE: You know, which, you know, we have some really,  
23 we have some really thick relationships right now that  
24 we're trying to lure to the southern sector. Of  
25 which it's only gonna topple the relationship. That's

1 possibly gonna bring us some major companies south of  
2 of the Trinity.

3 FISHER: STUTTERING I mean, you have to compare it,  
4 don't you, to some 10 years ago versus now?

5 LEE: Yeah, they're gonna actually compare it to, you  
6 remember the, the ahh, the article that they did, ahh,  
7 earlier this year about the tipping point? They talked  
8 about Dallas as a whole. They talked about City Hall, and  
9 how ineffective they are, and so forth and so on.  
10 Well, now this is coming from City Hall showing,  
11 because City Hall is ineffective, this is the, this  
12 is the result.

13 FISHER: OK. Alright.

14 WAITER: So, how you doing today?

15 LEE: Good, thank you.

16 WAITER: May I offer you something, something to drink  
17 beside water, and some iced tea or...

18 LEE: Can I get a Arnold Palmer? And I need...

19 WAITER: Arnold Palmer?

20 LEE: Can I have more lemonade than tea?

21 WAITER: Uh-huh.

22 LEE: So they're kinda lining up, you know, we've been  
23 meeting with them all month.

24 FISHER: To try and help point out the positives?

25 LEE: Yeah. I mean, because it needs to be pointed out,

1 you know. And I think the guys that are doing it, they're  
2 being very subjective. You know, but then, of course,  
3 there's some motivation behind that. You know, so.  
4 FISHER: Anyone particular?  
5 LEE: Well, you know, I mean, I don't get off calling  
6 any names or whatever the case might be. It's been,  
7 you know, it, it's a status quo motivating.  
8 FISHER: Well, there certainly has been a lot of new  
9 development down south, ahh...  
10 LEE: It's great development.  
11 FISHER: That whole area along CHARLTON  
12 METHODIST HOSPITAL has boomed, ahh...  
13 LEE: We just approved the, the, the tower.  
14 FISHER: Yeah, UI they're gonna put it on the tract, yeah,  
15 right there on Westmoreland and, ahh...  
16 LEE: UI  
17 FISHER: ...where the Westmoreland cut comes in. Yeah,  
18 they bought that property in front of a project I did  
19 with BRIAN, the Hickory Trace, yeah.  
20 LEE: Right.  
21 FISHER: Yeah.  
22 LEE: But, I'm talking about back down up above  
23 Zang, Zang,  
24 and Colorado.  
25 FISHER: Right.

1 LEE: You know, we just approved that deal for high rise  
2 condos.  
3 FISHER: Right.  
4 LEE: And across the street to do a, ahh, a West  
5 Village type deal.  
6 FISHER: And then there's, ahh, they put the new  
7 SUPER WALMART in there on Wheatland and, ahh,  
8 gosh, there's a, I, I hear like the HOME DEPOT and LOWE's  
9 in there are like some of the number ones in the state.  
10 LEE: I mean, I mean, so, I mean...  
11 FISHER: KB's done that Singing Hills stuff, ahh...  
12 LEE: I mean and STUTTERING, those are the  
13 positions, I mean, we're talking about facts.  
14 You know, these, these are facts. These are not  
15 hyperbolas [sic], these are not stuff we're trying,  
16 I said this stuff is on the ground.  
17 FISHER: Right. It's not even in the pipeline, it's  
18 stuff that say they're under construction or just been  
19 finished.  
20 LEE: And if we start talking of what's coming down the  
21 pipeline 5 years from now, let alone 10 years from now,  
22 and you're not gonna know the southern sector. I  
23 said, so for you to brand it, you know, in it's  
24 infancy and while we, you know, they're, they're projects  
25 and you know comprehensive planning that we doin'

1 that's in, that's in the birth canal. That's aborting the  
2 baby before it even gets a chance.

3 FISHER: What is their official position?

4 LEE: Well, you know, it's STUTTERING really trying to  
5 set up that strong mayor deal, say, I, if there was a  
6 strong mayor in place, you know then we wouldn't  
7 have all of these, these issues with all of these...

8 FISHER: Yes, we wouldn't have 14-1, yeah. LAUGH  
9 We'd just have one.

10 LEE: Just have one, and I have the vision for Texas,  
11 for Dallas.

12 FISHER: Well, they, she's circulating a strong mayor  
13 petition, shouldn't y'all be, ahh, circulating a weak  
14 mayor petition.

15 LEE: Well,...

16 FISHER: She only votes in case of a tie.

17 LEE: Well, and she's not gonna win it. It's not gonna  
18 happen.

19 FISHER: The strong mayor issue or...

20 LEE: The strong mayor, she's gonna hang herself because  
21 there's so much opposition to the one that is gonna,  
22 that, that potentially make the ballot.

23 FISHER: OK.

24 LEE: There's so much opposition to it.

25 FISHER: OK.

1 LEE: Now, and then, and then, you know...

2 FISHER: In your community or out in the north side  
3 of town?

4 LEE: The north side.

5 FISHER: Alright.

6 LEE: The north side and then you have to talk about  
7 District 14, they the ones pretty much determine policy.  
8 And District 14 doesn't want it.

9 FISHER: OK.

10 LEE: And you know, so, I mean, she's got some, you  
11 know, and what she did was, and if you read in the  
12 paper about, ahh, a couple weeks ago now, you know  
13 that they talked about, ahem, in a deal where during  
14 the election, you know, they had individuals that were  
15 walking around there and they were tricking people.  
16 Hey, man, how you doing?

17 UM2: Good, how you been?

18 LEE: Good to see you. Are you doing alright?

19 UM 2: Good.

20 LEE: Good, good. Working you hard or hardly working  
21 you?

22 UM 2: Working hard.

23 LEE: Hey, man.

24 UM 2: You still doing that real estate business?

25 LEE: Yeah. BILL FISHER one of the developers here

1 in the city.

2 FISHER: BILL FISHER, how are you?

3 UM 2: How are you? Nice to meet you.

4 FISHER: Good to see you.

5 UM 2: I've seen you here a few times...

6 FISHER: Okay. Good. Yeah, definitely.

7 LEE: Yeah, he's doing a lot in the southern sector.

8 UM 2: Alright.

9 LEE: Good seeing you.

10 FISHER: Trying, trying to.

11 LEE: No, you are.

12 LAUGHTER

13 LEE: And there was an article in the paper where that

14 the lady's name UI, whose attorney apologized because

15 she was saying that her approach was somewhat

16 confusing because during the election, and several

17 people came up to me. And they had you sign this

18 ballott which essentially said that you were against

19 the strong mayor deal.

20 FISHER: Mm-hmmm.

21 LEE: And that's what it should have said. But it was,

22 it was a distorted statement in there, that actually

23 meant that you wanted the strong mayor.

24 FISHER: Right.

25 LEE: But the average...

1 FISHER: So they got, so they got people to sign...

2 LEE: So you have average people that were reading it,  
3 would  
4 think that the language, because it was a big place so  
5 people rushin' in, so these guys are like, essentially this  
6 is what it is. A para, paraphrasing this two page  
7 paragraph, and so most people are anti the strong  
8 mayor deal so they signed it, not knowing that they  
9 were signing for it to get on the ballot.

10 FISHER: So a lot of these signatures they got, or may  
11 not be...

12 LEE: Right. And it's been just overwhelming, 'cause it  
13 happened to me twice. 'Cause I went to vote, it  
14 happened; I didn't sign it, 'cause I told 'em I'm with City  
15 Hall and I didn't really have time to read it, and  
16 then it happened when I took my aunt, who's 95 years  
17 old to get to vote. It happened again, and then  
18 that's when I realized the language was distorted. I  
19 was able to sit down and read it at that point. But  
20 she's finally admitted it.

21 FISHER: That it's ambiguous?

22 LEE: It's ambiguous at, at least.

23 PAUSE

24 LEE: So, but that's why she went over and got the  
25 30, 'cause she believes that she'll get 20 out

1 of the 30.

2 FISHER: OK.

3 LEE: Which, if you get 20, at least it'll get to the  
4 ballot. And the position is, if it gets to the ballot,  
5 she'll hang herself. She will exile herself, LAURA will.

6 FISHER: By supporting it?

7 LEE: By supporting it, because there is this, the,  
8 the powers that be don't want it.

9 FISHER: OK.

10 LEE: But she's gonna push it. So essentially she's  
11 telling the Council members, that I don't wanta work  
12 with you all. So it's gonna be divided, gonna be  
13 polarized.

14 FISHER: That's no surprise.

15 LEE: It's gonna be...

16 FISHER: I don't wanta work with you. LAUGHING

17 LEE: It's gonna really be known now. And so, you know,  
18 she'll put her own rope out there, and string her own  
19 self up, and that's, that's what all these meetings and all  
20 these political officials and everybody coming to the  
21 city for.

22 FISHER: Well, I'll remember that.

23 LEE: Have you ordered already?

24 FISHER: I have not. I waited for you.

25 LEE: Well, that's good.

1 PAUSE

2 WAITER: You're waiting for somebody else, right

3 gentlemen?

4 FISHER: No, no, we're just the two of us.

5 WAITER: We have a couple specials, UI... The fish

6 gonna be a filet of striped bass, gonna be passed

7 through and finished in the oven, and finished with

8 the, ahh, lemon herb butter, goes for \$18.95.

9 We can also do the 8 ounce filet mignon, Oscar

10 style, and thats the filet mignon set in a UI

11 asparagus, it's gonna be topped with about an ounce

12 of long crab meat, and then finished with a hollandaise

13 sauce, for \$28.95. Those are our specials, come with

14 your choice of a side, either mashed potatoes or cream

15 of spinach. I'll come back in a minute, unless you're

16 ready to roll.

17 FISHER: I'm ready if you are, I mean, I've,

18 I've been here, so.

19 WAITER: OK.

20 FISHER: Ahem, I'm gonna start with the clam

21 chowder a cup.

22 WAITER: Uh-huh.

23 FISHER: And then I'll have a Maine Lobster salad.

24 WAITER: Uh-huh. What for you, sir?

25 LEE: I'll do, I'll do the clam chowder as well.

1 WAITER: Uh-huh.

2 LEE: And I'll take a cup of that and, and I'm gonna do  
3 the, ahh, Sea Bass. Was it Sea Bass?

4 WAITER: Sea Bass? Ahh, it's Striped Bass.

5 LEE: Say that again.

6 WAITER: Striped Bass.

7 LEE: Striped Bass. What's the difference?

8 WAITER: Ahh, Sea Bass is gonna be, ahh...

9 LEE: Is it a lighter fish?

10 WAITER: ... lighter, milder fish. A Striped Bass is  
11 gonna be a little bit ahh...

12 LEE: Tougher?

13 WAITER: Ahh, not tougher, a little more firm. LAUGH  
14 Kinda like a snapper, kind of...

15 LEE: Is snapper good?

16 WAITER: Mm-hmmm.

17 FISHER: Have what you want, I'm, you know, it's one of  
18 the perks.

19 LEE: I'll try it, I, I'll go with that.

20 WAITER: ...like to give that a try?

21 LEE: Yeah, and then my side, I can get...

22 WAITER: Yeah, your choice, mashed potatoes, a cream  
23 of spinach. We can do some broccoli, if you like...

24 LEE: Can I do, can I do, ahh, asparagus? Do asparagus.

25 WAITER: No problem. Thank you.

1 LEE: I'll take another one of these.

2 WAITER: Yes, sir.

3 FISHER: Yeah, just keep 'em coming.

4 LEE: Ahem, so that's, let me say this to you, BILL,

5 as well. Is that, I'm gonna get you, your deals done,

6 ahh, I am not anti-BILL. I didn't, I am not intentionally

7 sabotaging your deals or anything previously, I want

8 you to absolutely know that. I mean you can believe

9 it if you want or not, but I fought, both DON and

10 myself fought for those bigger deals. And I wanta

11 show you that I wanta get your deal done in the

12 southern sector, get the West Village deal done. I

13 was gonna push for a PD when, when, when ahh,

14 SUZAN told me that you didn't wanta do it. I kinda

15 wanted to push it, but I wanted to show you, that

16 we wanted to get your deal done.

17 FISHER: The issue with the PD is, I've just been

18 severed from my development financing and I can't, you

19 know, all I can do now is zone on the site and buy it,

20 and then I, I have to put together a development plan,

21 go get it financed because I had financing on that

22 project, but it's, you know, that's gone by the wayside.

23 LEE: Yeah.

24 FISHER: And that's really the difference between the PD

25 and doing some zoning now with, ahh, deed

1 restrictions. Again, take that if you need to.

2 LEE: No, that's fine, that's fine. But I, I wanted you  
3 to know that, that, that I'm gonna work with you in every  
4 effort, and when I do the straight, ahh, ahh, zoning piece  
5 you know deed restrictions on that so SUZAN and me,  
6 ahh, with, ahh, with, the, ahh, KATHY, so actually  
7 we can make sure that all of  
8 our deed restrictions that we're requiring are  
9 in that deed restrictions, and we have no problem.

10 The PD deal, which I thought probably was  
11 concerning your meeting the cost.

12 If, if, if I would have requested the PD, it would not  
13 have been a cost to you.

14 FISHER: I understand.

15 LEE: And so, but I, I squashed it.

16 FISHER: Yeah, that issue, just UI, what I can get  
17 financed, 'cause now I'm just into acquisition financing,  
18 where I'll go to the bank and we'll zone it, I'll go to  
19 the bank, we'll borrow money, we'll buy the tract. You  
20 know, most of the time when these other projects I've  
21 done, ahh, you know, closing on development financing  
22 is starting construction right away....

23 LEE: Mm-hmmm.

24 FISHER: ...at that point, you can be very specific with  
25 what you're gonna come out of the ground with.

1 LEE: Right.

2 FISHER: You know the, ahh, interim lender, the bridge  
3 lender, doesn't want a lot of restrictions on the  
4 property, because if they have to take it back, they  
5 wanta be able to have somebody else come take it and  
6 take advantage of the, ahh, ahh, land use that's in place.

7 LEE: Now, are, are, are you, are you still planning to do  
8 the, ahh, the West Village concept?

9 FISHER: Absolutely. Absolutely, we're ground floor  
10 retail and housing upstairs.

11 LEE: Are you, you gonna have to, you're gonna do,  
12 the financing not goin' to be a problem?

13 FISHER: Not buying the property. I've gotta go get  
14 financing to do the development, so it depends on you  
15 know, how, what the market is, what market rate I can  
16 get, that kinda thing.

17 LEE: So, we're not going to have a problem?

18 FISHER: DARREN's gotta tell me what we can get for the  
19 retail, that kinda stuff so.

20 LEE: All I, all I want is the deal done. I love your  
21 concept. I wanta see it on that land there, and my  
22 whole purpose for the deed restrictions and even  
23 the, the potential PD, was to make sure that it gets done.  
24 Whether you do it, or if anyone that comes on that  
25 piece of property. 'Cause I think it's a fantastic

1 idea and I wanta see it happen. I know Councilman  
2 wants to see it happen, and anyway we can undergird a  
3 support to make that happen, then that's what we want.  
4 I don't want, I don't want you to, to leave the deal.  
5 I don't want to leave those guys, DARREN and those  
6 guys, out there, you know, kinda, you know, twiddling  
7 their thumbs and wondering how we're gonna get this  
8 deal done, because we're willing to support you in  
9 doing that.

10 FISHER: Well, that's great. That's good to hear.  
11 I've, you know, obviously after the experience I had,  
12 you know, previously in the district as I told you on  
13 the phone. I mean, I felt obviously like I had not  
14 done some things that I should have done along the  
15 way, and wasn't responsive...

16 LEE: Thank you.

17 WAITER: You're welcome.

18 PAUSE

19 LEE: Have any fresh pepper?

20 WAITER: Yes, sir.

21 LEE: Let me bless this. Dear God, thank you for our  
22 food. Allow it to nourish our bodies. Bless our time  
23 together, UI be forever. Amen.

24 FISHER: And, you know, I wanted to make sure you and I  
25 had the chance to meet by ourselves, and make sure that I

1 am responding to what you all expect me to do, to make  
2 sure that my cases get across the finish line.  
3 LEE: Thank you.  
4 WAITER: You're welcome.  
5 Some for you, sir?  
6 LEE: Well, I've wanted to, I'm glad we have this, you  
7 know, this time together, because I wanted to let you  
8 know, personally, that this is a deal we want to happen.  
9 FISHER: And DON is...  
10 LEE: DON is on board with it.  
11 FISHER: OK.  
12 LEE: He wants to make it happen. It's, the, the  
13 whole tax  
14 credit stuff was just too controversial, you know, all  
15 of this stuff that went down. LAURA did not want any  
16 of the tax credit stuff done, she fought us on it in  
17 every way possible, she got the teams behind the  
18 scenes to start fighting us, fighting the financials,  
19 and fighting the entire process. She essentially  
20 said, and you knew this, she said there were, there was  
21 gonna be no tax credit deals done this year. She  
22 literally made that statement. She said that she  
23 would fight everything that comes. It's been, I mean,  
24 I tell people, I can show you battle wounds.  
25 FISHER: Are you talking about going forward now that

1 these others are behind us, or?

2 LEE: We probably won't get any, any, any deals done for  
3 a while. I mean since, what will happen like, ahh, I  
4 had a developer came, and you know, they're  
5 representing GATEWAY and GATEWAY wants to do some  
6 town houses in southern sector, and we essentially told  
7 him no, 'cause they wanta do a tax credit deal. I said  
8 we're not, STUTTERING we can't even get a tax credit  
9 deal done right now.

10 FISHER: And that's because of the mayor?

11 LEE: She's not gonna have it. She's not gonna have it.  
12 And she was almost successful, if we had not  
13 galvanized, you know, our Council persons. I literally  
14 took them on a Southern Sector tour. You know? And  
15 so then, you know, and maybe I don't think you guys  
16 have been to the southern sector. I don't think you  
17 know, I think that hypothetically, you know, what's  
18 there. But they were shocked to see like a topography  
19 and, you know, how beautiful and the rolling hills  
20 and, that happens in the southern section. And we  
21 took, ahh, ahh, the ahh, the urban, the guy we just  
22 hired, ahh, what's his name? FRANK UI. He was on  
23 the tour with us.

24 PAUSE

25 FIRST SIDE OF TAPE STOPPED AT THIS POINT

1 IN THE CONVERSATION

2 LEE: I simply told 'em the only deals that are gonna  
3 make it happen, BILL, are tear down rehabs and  
4 possibly a few more senior citizens. But the, but  
5 the rehabs tear down, ahh, you know, as a matter  
6 of fact, we're pushing for a moratorium. But that's  
7 whenever we get a tax credit deal done to replace  
8 existing housing stock.

9 FISHER: OK.

10 LEE: And so those are some deals that I think that you  
11 should, you know.

12 PAUSE

13 LEE: How is your back doing?

14 FISHER: It's much better.

15 LEE: UI...

16 FISHER: I mean, I was really down, from, you know  
17 basically, you know, I slipped it, popped it, whatever  
18 and, you know,...

19 LEE: Was it stress related?

20 FISHER: ....suffered with it. Nah, really not at all.  
21 It's from carrying around too much weight.

22 LEE: What are you gonna do about it?

23 FISHER: I've been, I've been watching my weight here.  
24 I've been eating salads. I even ordered salad for lunch  
25 today.

1 LEE: Are you working out?

2 FISHER: I've been walking.

3 LEE: Walking?

4 FISHER: Yeah, I'll still go back to working out, but I

5 gotta get kinda back into being fit enough to work out.

6 LEE: That's good. Are you walking everyday?

7 FISHER: Hmmm, about every other day.

8 LEE: UI BILL, and do it.

9 FISHER: Part of it is, I just been traveling. I've

10 been out of town a lot.

11 LEE: They have sidewalks there.

12 FISHER: I understand. Late nights.

13 LEE: Late nights. They have stairwells.

14 FISHER: The main thing is I've been avoiding eating,

15 you know, steak at every meal and stay away from the

16 bread and...

17 LEE: Yeah, cutting back, cutting back on your carbs?

18 FISHER: Mm-hmmm.

19 LEE: Well, if you combine that with a strenuous, with a

20 regular walking...

21 FISHER: Mm-hmmm.

22 LEE: ....everyday. By, by the end of the year, you

23 will probably lost about twenty pounds.

24 FISHER: LAUGHS

25 LEE: Really. 'Cause most of your weight is water.

1 FISHER: For me fifty, no, no.

2 LEE: Well, you wanta do, do fifty be, you know,  
3 Tremendous right now,...

4 FISHER: Uh-huh.

5 LEE: ...but if you did, ahh, 'cause most of it's gonna  
6 be water right now. Losing water weight. By walking  
7 and you might need to talk to your doctor about, ahh,  
8 taking a fat burner. And a ahh, not Geranium, but  
9 ahh, what's the little yellow flower that grows on  
10 your lawn, ahh, Dandelion.

11 FISHER: Does that help you?

12 LEE: Dandelion takes water off of your body.

13 FISHER: I didn't know that.

14 LEE: Yeah. But you also have to replace it with a  
15 gallon a day, because it causes you to, you know, pass  
16 the water, which it takes the weight off very fast.

17 FISHER: Good.

18 LEE: So if you put it on, the, the, the ahh, the dr,  
19 the, ahh, the Dandelion flushes it out very  
20 quickly. 'Cause you ...

21 FISHER: Drinking lemonade won't cover it for me? Just  
22 water?

23 LEE: Just water. Just water, but you gotta get the  
24 water off of you.

25 FISHER: Right.

1 LEE: You gotta keep it coming in, but you need  
2 something to, to stimulate the water, more water than  
3 necessary coming off.  
4 FISHER: But, I understand that if you don't drink enough  
5 water, then your body starts retaining it. So if you  
6 start drinking a lot, it....  
7 LEE: Right...  
8 FISHER: It says, hey, I don't need to hold on to all  
9 of it.  
10 LEE: There you go.  
11 FISHER: OK.  
12 LEE: And then that's what the UI essentially says, it  
13 tells your body, release it, he's gonna give you some  
14 more.  
15 FISHER: OK. Good. How did the, ahh, how did the  
16 birthday party come out?  
17 LEE: It was great. It was really, really, really,  
18 really UI.  
19 FISHER: Good turn out?  
20 LEE: Great turn out. Matter of fact LAURA sang to DON.  
21 FISHER: Well, that's interesting.  
22 LEE: So, when, when he walked upstairs, LAURA was  
23 standing in the middle of the crowd with the mic and she  
24 sang happy birthday to him. So it was good, you know,  
25 we had all of the, ahh, course six of the Council persons

1 came, came through. LOZA was out of town, and  
2 FANTROY was in the hospital, ahh, LEO was in Hawaii,  
3 but they all, you know, sent gifts and, we had a great  
4 turn..., had a live band, THE METROPOLITAN CLUB,  
5 ahem, it was real nice. We gave everybody  
6 a bottle of vintage wine with a picture of Don.  
7 His picture on it says thanks for spending this time  
8 with me. It was, it was very nice. It really turned  
9 out very nice. Very nice, and, you know. I was kinda  
10 disappointed that you wasn't able to be a part. I  
11 talked to, I talked to KATHY, and I told  
12 KATHY, I said, I think that was bad advice you  
13 gave BILL. Ahem, and I said, I, I think it's real  
14 important that particularly UI, that you have to  
15 understand that a lot of your business are generated,  
16 you know, by your Council persons, and people that'll  
17 put you in place.  
18 FISHER: No question about that UI.  
19 LEE: And I said that was a bad move, I said and I think  
20 that really stung DON. And I told her, I said, you  
21 know, at the end of the day, when we're finished being  
22 political personalities, I said, you guys still gonna  
23 be friends. I said, we're still going to see each  
24 other at church, and in the community, and so forth  
25 and so on, and for you to make an issue of that right

1 now. I think it's absolutely a misjudgement on your  
2 call. I just think it's a misjudgement. I, I said this...  
3 FISHER: She, she...  
4 LEE: ...is not a political event. I said it was a  
5 birthday party, and these are people that said beyond  
6 the fact that we do business together, that can, we're  
7 friends. And, and, you know, we want to celebrate your  
8 life. And for you to make it a political issue  
9 because you had a case before us, and you know, I  
10 said, I think that was a bad move KATHY. And I said,  
11 I think you ill-informed BILL, I said, but that's what  
12 he hires you for. You know? And, but I think there,  
13 there comes a time where, you know, you have to make  
14 decisions for yourself.  
15 FISHER: Well, I wish we'd, ahh, talked about it because  
16 ahh, you know, you had called me, you know, pretty much  
17 the week before my deals were going down the tube and  
18 you had some suggestions on how to get them back on  
19 track and...  
20 LEE: But, which, which, kind of, which would have, which  
21 would have saved one of your deals, but, and we talked to  
22 KATHY about it. 'Cause we asked for a delay before,  
23 before your deal went up the day it did, 'cause we had  
24 a way we could make it work, and she essentially said,  
25 you know, I don't think anything's gonna change.

1 FISHER: Oh, KATHY said she didn't think anything was...  
2 LEE: She said, you know, and the way it looked, it, it  
3 did. I mean the way it looked, I understood why she made  
4 the decision.  
5 FISHER: What could I have done to have made a  
6 difference, and the only reason I'm asking that, 'cause  
7 this is hind sight, is to make sure that I do  
8 whatever we need to do here, to add some certainty to  
9 this process? I mean, if I've missed the opportunity  
10 to, to do something I should have, because of KATHY's  
11 advice, I'm certainly looking for your guidance on  
12 fixing that.  
13 LEE: Well, STUTTER I don't want, and I'm not being  
14 anti-KATHY, don't get me wrong.  
15 FISHER: No, no, I understand. KATHY'll always...  
16 LEE: KATHY's brilliant, KATHY's brilliant, and, and she  
17 gets these deals done, and she has the relationships  
18 in order to make these deals done, to get 'em done. I  
19 just thought that the party deal was ill-informed, and  
20 we did sit down and talk with KATHY about your deal  
21 prior STUTTER, prior to going before the Cou.,  
22 th Commission, be, before, the Council.  
23 And based on the way it looked, I would have  
24 made the same decision if I was in KATHY's shoes.  
25 She had to trust us, but at that point, I kinda felt like

1 trust was out the window. And so she had to go on  
2 with what she can see and feel. So that's why she  
3 made a decision. We were essentially saying, you  
4 know, there's a way it can work, but you gotta put  
5 your stuff on hold. And, you know, we couldn't divulge a  
6 lot of information at that point, so if I was in her  
7 position, based on the fact though, you know, we been,  
8 you know, running with you guys this long, and  
9 all of a sudden, things are changing, why should we trust  
10 you even farther? You follow me?

11 FISHER: Is that what she told you?

12 LEE: No, no, I'm just saying...

13 FISHER: Oh, you thought that was already in her mind?

14 LEE: Right. And, and rightfully so. And, so, I believe  
15 that's why the process, or she made the decision  
16 that she made. And so, as a result of that, there  
17 was no need to discuss it anymore, there was  
18 no need to bring to it up anymore. It's hindsight  
19 now, it's water under the bridge, you know?

20 And I told KATHY, I told KATHY, I said KATHY, I said,  
21 I want BILL's deal to fly. I want that WEST VILLAGE.  
22 DON wants it, and we wanta  
23 make it happen on that piece of property.  
24 'Cause I've even, ahh, you know, and this is probably  
25 premature to talk to you about it, but I think that

1 there are some ways that I could get the city involved  
2 in that deal.

3 FISHER: OK.

4 LEE: You know, ahh, 'cause I really want it. OK? And  
5 we really need to do something significant that brings  
6 some mixed-use over on, on that corridor.

7 FISHER: Good.

8 LEE: We've talked with some, ahh, some investors that I  
9 think that, that ahh, and these are all premature DON, I  
10 mean BILL. Ahh, that would possibly want to talk, talk  
11 to you, that would help you with, with the financing piece.

12 FISHER: OK.

13 LEE: 'Cause I think it's, I think you're a phenomenal  
14 developer. I know you're brilliant. UI to know  
15 you're brilliant. And, I wanna to see you do well in the  
16 southern sector. And, I believe your heart is right, and  
17 I believe you're gonna do what you say you're gonna do.  
18 Another thing that, that I want you to watch, is these  
19 big difficult zoning deals. You know? Particularly  
20 when you have competing stuff.

21 FISHER: OK.

22 LEE: Try to make, try to find land that is less  
23 complicated to re-zone, and so forth and so on. You  
24 know? Buy those properties where it's not gonna be, a  
25 big light is gonna be shined on it if we do the deal.

1 FISHER: OK.

2 LEE: You follow me? That's what I really want you to  
3 watch. 'Cause I think, we can make your developments  
4 happen in the southern sector. I think a lot of our  
5 issues, in regards to what's coming out in the paper,  
6 would have been resolved.

7 FISHER: OK.

8 LEE: You know, meaning, not only bringing houses, but  
9 we're bringing retail. Then we could have looked at BILL's  
10 deal, say well, look, look what, ahh, ODYSSEY is doing.

11 FISHER: I, you know, it's interesting, 'cause I would,  
12 I had 70 acres, and I would have done a retail piece  
13 in there if that was something that anybody had  
14 interest in.

15 LEE: I have a deal,...

16 FISHER: You know, frankly the issue with, the only  
17 opposition we ever have is from the mayor. The mayor  
18 is, in my opinion, doing something that she should not  
19 be doing. She's taking massive campaign donations  
20 from BRIAN, and in exchange for that, in a tit-for-  
21 tat, she is opposing my projects.

22 LEE: She's not only opposing your projects, she's  
23 opposing a lot of projects. Particularly yours, and,  
24 and, we even, I even sat down and talked to her...

25 FISHER: She didn't, now, there were only three,

1 three projects up, three groups up that round.

2 LEE: Mm-hmmm.

3 FISHER: PROVIDENT...

4 LEE: What happened with you guys?

5 FISHER: ... PROVIDENT, as far as who?

6 LEE: You and LAURA. Have you guys had any type of...

7 FISHER: No, we haven't had, no, no, she's doing what

8 BRIAN is asking her to do. I get a Christmas card

9 from LAURA, I've been on her don., campaign list, I've

10 donated money to STEVE. I've been a regular supporter

11 and ahh, she's, she's received \$100,000 from BRIAN in

12 the last year. You don't, see, you don't see it all in

13 the campaign. BRIAN, his wife, ahh his trust,

14 partnerships he owns, his dad, ahh, who he is

15 reimbursing, are all contributing, and they're giving

16 about fifty a pop, and you, you know, I know he's

17 communicating, LAURA's up there communicating

18 with him on the UI.

19 LEE: Well, you know, oddly enough, she and, she

20 and BRIAN, and the Potashnik family, for whatever

21 reason I don't know what has happened, but it's

22 not a good relationship.

23 FISHER: Well, after she's gotten him five projects?

24 LEE: Well, no, she, she opposed those projects.

25 FISHER: She, that was just a show.

1 LEE: You know?

2 FISHER: Oh, well, she was gonna oppose 'em, but

3 then she didn't and everybody liked them and...

4 LEE: No, no. She opposed it in a way that pissed

5 Councilman off.

6 FISHER: Pissed who off?

7 LEE: DON off. I mean literally to a point...

8 FISHER: Opposed our project or BRIAN's project?

9 LEE: All of them, because see, we were, we were trying,

10 we were essentially, for example, UI REESE and a lot

11 of the African American Council persons depend on DON

12 to be the spokesperson to the northern sector.

13 You follow me?

14 FISHER: Yeah.

15 LEE: Because he, he talks with them. Everybody likes

16 him, you know, and he gets their buy-in to the bids.

17 He gets their, he gets their buy-ins.

18 FISHER: In all districts?

19 LEE: Yeah, across the board. I mean you know, his,

20 I mean he's, he's just that, that type of guy, you know.

21 He's just a mild mannered, he's a very honest, a pure

22 guy, he puts the facts on the tables and he gets the job

23 done. Well, he'd talk to LAURA. And ask her what her

24 issues were, and agreed to a way to deal with those

25 issues. She agreed to it, and then got up there and

1 act the fool. Did it in writing.

2 FISHER: OK.

3 LEE: Because we told her, you know, this, this, what's  
4 needs to happen and then for her to get up there, but  
5 then, what happened was, we got her to do what we  
6 needed to do in the first, after all. But it was, it was,  
7 it was a ahh....

8 FISHER: Not on anything having to do with my projects.

9 LEE: Right. It was a lot less than what, what she had  
10 agreed to do, and your deals were in, in that packet.  
11 And, you know, she said she wasn't gonna fight it, she  
12 was gonna be in agreement with it. And there was some  
13 exchanges and you know, she's like I'm, going against,  
14 you know, my belief in, in all of this, and then she got  
15 up there and did what she wanted to do. And she got up  
16 there and...

17 FISHER: Did what BRIAN asked her to do.

18 LEE: I don't think it was what, what BRIAN wanted her  
19 to do.

20 FISHER: Hmmm.

21 PAUSE

22 LEE: She's a different type of lady.

23 FISHER: Well, I'm not gonna worry about her. I'm  
24 really just concerned about our relationship, and  
25 making sure I'm doing what I'm supposed to be doing.

1 LEE: And, and I really want you to concentrate on that.  
2 'Cause I think that your West Village deal is a great  
3 deal. It's probably good that it's not a tax credit  
4 deal. Because there was some things that we wanted to  
5 do, but we couldn't do because of other tax credit  
6 deals, that now we can do. In our district, you know,  
7 we have some money. Ahh, because we don't have all of  
8 that stuff hovering over us in order to make the deal  
9 happen. And so, we're gonna get the zoning stuff done  
10 and, and, and, and this, and keep this between us.  
11 I don't want you to discuss this with anybody. Ahem...  
12 FISHER: Anything you tell me is just between us, that's  
13 why I'm getting with you myself.  
14 LEE: Yeah. There's, I think there's some ways that  
15 we're gonna undergird you in getting it done. And I will  
16 let you know.  
17 FISHER: OK.  
18 LEE: I'm gonna get you through to the zoning piece and,  
19 ahh...  
20 FISHER: You know, the most important thing is for you  
21 to be just honest with me, and tell me what we need to  
22 get done here, so you and I can have an understanding or  
23 not. And, 'cause the biggest problem for me, is the  
24 working on the projects with investing a lot of money, with  
25 basically being assured we're gonna get across the

1 finish line, and then having the rug pulled out from  
2 under me.

3 LEE: Sure, and I understand that, BILL. Rightfully so.  
4 I mean, I think that you have every reason to be extra  
5 cautious, and intentional with every move you make,  
6 particularly, every dollar you put up.

7 FISHER: Well, I just don't wanta work vicariously through  
8 anyone else. I wanta make sure you're telling me that  
9 you're happy with what we're doing. That we're doing  
10 what we're supposed to be doing, and that you are  
11 comfortable that we're gonna pass the case.

12 LEE: I'll get it done.

13 FISHER: You know, like I said I felt there were some,  
14 ahh, discussions I had with RICK at, ahh, MILLENNIUM and,  
15 ahh, you know, we had the JEREMY thing and, you know,  
16 whatever happened. Then, the party came and went.  
17 Ahem, and I just don't want, and I wanta make sure you're  
18 telling me what you expect of me, so you and I can  
19 have an understanding, and then I won't worry about it.

20 LEE: Well, I just, I just, I just want number, number  
21 one, number one, is to make sure that your deals,  
22 particularly on the zoning piece, you know, in the  
23 future, are not crazy deals. They're not long stretched  
24 deals. You know the zoning piece, you, that's, that,  
25 that's the key thing. And then number two, is like you're

1 doing now, making sure that STUTTERING our lines of  
2 communication are clear. That we're doing what we say  
3 we're gonna do.

4 FISHER: That you and I have an understanding, and that  
5 we don't need to worry about what KATHY and DARREN  
6 are saying?

7 LEE: But, and what I don't want you to do is exclude them  
8 out of the process, 'cause I don't want them to believe I'm  
9 usurping their power, or whatever the case may be.

10 But, I want you to equally be able to confirm or not  
11 confirm statements or comments that are made to people  
12 that consult to you. You could pick up the phone  
13 directly and come say, D'ANGELO, you know, what  
14 about this situation.

15 WAITER: Everything's prepared just right for you?

16 LEE: It was fantastic.

17 WAITER: It was great?

18 LEE: Thank you.

19 PAUSE

20 LEE: That you can call me yourself and say, hey,  
21 D'ANGELO, is this the case? What do I need to do to  
22 make this happen? I want you to know that you have  
23 that open lines of commun., and, please do not mention  
24 the fact that, that, that I think there are some ways that,  
25 ahh, and I need to investigate this farther, 'cause

1 I really want that deal to happen. DON wants the  
2 deal to happen, and I think that, that, you know, we  
3 can, we can, there's some things that we can possibly  
4 do now that we couldn't do when it was a tax credit deal.  
5 FISHER: OK.  
6 LEE: When we were in New York, we met with a lot of  
7 people that are interested in doing business here in  
8 the southern sector. You know? We actually discussed  
9 your deal as a non, as a conventional deal.  
10 FISHER: Mm-hmmm.  
11 LEE: You know? They interested in looking at it.  
12 You know, we was, you know, saying that this something  
13 that we wanta do, and they asking what the...are you  
14 guys willing to get involved in the deal? And we said,  
15 well, you know, we have to, we have to look at it. Look  
16 at how we can get in there, you know, in a, in a, in a way  
17 that the city would approve it. So it's OK.  
18 PHONE RINGING  
19 PAUSE  
20 LEE: And the next deals we get in the southern sector  
21 will be with the tear downs and replacing existing  
22 developments. So the tax credit stuff is not dead, but  
23 just not gonna be any new starts. And then so, that  
24 maybe something you might want to consider, you know,  
25 looking at. I know that...

1 FISHHER: You know that policy rewards the slum lord.  
2 Soon as y'all put that out there, which I think's out  
3 there, then the guy who owns a deal that should  
4 sell for five a door, he wants twenty....

5 LEE: But that makes you, that makes you become, that  
6 makes the developer the savvy negotiator.

7 FISHHER: I believe this makes the deal not economic, and  
8 they don't happen. The problem with, you know, I'm  
9 trying to restrain free trade, free enterprise on  
10 demand is building a tax credit development in one of  
11 these areas where the rents are comparable for  
12 something that's thirty years old, raises the bar on  
13 the, on the slum lord. He's either gotta drop his rents,  
14 or he's gotta upgrade his property. By dropping his  
15 rents, he makes the project more affordable for  
16 somebody to come in and buy and re-do. When you're  
17 protecting his turf, and he's the only one in there,  
18 'cause nothing new's gonna get built, he doesn't have  
19 any new competition.

20 LEE: What?

21 FISHHER: Ahem, you're protecting his value.

22 LEE: I think it's prime time UI, the southern  
23 sector. And...

24 FISHHER: Despite what the Morning News says?

25 LEE: Despite what they say. This is gonna be a hard,

1 hard, hard pill to swallow, but. You know? They have  
2 their views, we have ours. And may the best view win.

3 FISHER: My only recommendation is whatever rebuttal  
4 you've got to the article, I'd make sure I'd give it  
5 to 'em in writing, 'cause they're expecting 'em to  
6 quote you, what you want quoted. They're usually very  
7 selective about what they pick out.

8 LEE: I'm sure, which they never do. They always say  
9 they gonna, you know? But, this point, what's so unique  
10 about this article is that, which they had not, it's  
11 not gonna do from the beginning, is that they've talked  
12 to a lot of people. They interviewed a lot of people  
13 that know the southern sector.

14 FISHER: Like who?

15 LEE: Oh, businessmen. You know, people that are best...

16 FISHER: African American or....

17 LEE: African American, Latino businessmen... Of which  
18 they're not willing to do. You know? In the past.  
19 So we're hoping that, I, I think that we've toned it  
20 down a bit. We, so I think that's a good thing. We  
21 may UI, the DALLAS MORNING NEWS has a  
22 tendency of doing whatever the hell they want to do  
23 and, but, but what I do think, because we  
24 were not, because we are being proactive, that I think  
25 it's not gonna shake the infrastructure too much. I

1 don't want a UI because everyone knows it's coming  
2 down the pipeline, so everybody's bracing themselves.  
3 You know? Assuring those people that are doing stuff  
4 there, that all is well.  
5 FISHER: Yeah, I think so. When it comes to investing  
6 large sums of money in an area, that's always a nice  
7 way to do it. What are they gonna say about the  
8 University?  
9 LEE: Ahh, not good stuff, ahh, BILL. There's nothing  
10 good, nothing, nothing good.  
11 FISHER: They're gonna say it's not gonna happen, or...  
12 LEE: Well, it's gonna happen. Their view is that it's  
13 not gonna happen the way that it's being marketed.  
14 FISHER: As in UT Dallas?  
15 LEE: Well, no, that all of the economic development  
16 that's supposed to be stimulated from that, it's not  
17 gonna happen because of these issues.  
18 FISHER: Alright.  
19 LEE: Great plan, great idea. But realistically, isn't  
20 gonna happen. This is why it's not gonna happen.  
21 Poor leadership.  
22 FISHER: Is that where...  
23 LEE: Too many people making decisions.  
24 FISHER: Uh-huh.  
25 LEE: You know, that's the undertone, that's the

1 undertone.

2 FISHER: That, is that, that the issue of Council members  
3 trying to make decisions in their own district?  
4 Is that What they're attacking?

5 LEE: Essentially.

6 FISHER: Didn't see many of those articles when north  
7 Dallas was being developed.

8 LEE: Because the northern, the northern guys want to  
9 develop the southern side now.

10 FISHER: LAUGH Oh, I understand.

11 LEE: ...and so, you know, they want us, they,  
12 they wanta create policies, you know, put in place to  
13 secure their involvement in there 'cause right now  
14 it's like a gold rush. You know? Get up there and  
15 buy whatever the hell you can buy. I don't care what  
16 it is, just buy it. Therefore, there's no, no master  
17 planning. You know, you get inconsistency of  
18 substandard development. You know?

19 FISHER: That's a...

20 LEE: Our schools are being overcrowded, but underfunded.  
21 You talk about a infrastructure, I mean, we have the  
22 best highways, roads, water system, utility system in  
23 any part of Dallas.

24 FISHER: With excess capacity in most cases.

25 LEE: But they don't wanta talk about that. They, they,

1 you know, a reason a business would do well in the  
2 southern sector, that we don't have the same cost that  
3 the northerners have or the suburbs.

4 FISHER: Well, and y'all are addressing the issues of  
5 the quality in these developments by ahh, I thought  
6 adopting design standards.

7 LEE: Well, fortunately, you know, you guys have done a  
8 great job at giving, you know, really good product.  
9 You know, you've given north Dallas product in the  
10 souther sector which has already raised the standard.  
11 Which is, you know, our argument is that if we can  
12 allow for these guys that are doing excellent projects  
13 in the southern sector, the opportunity to come down  
14 and do, you know, do business and not have to wait  
15 a hundred years to get zoning and permits and other  
16 stuff done. I said, we can see a quicker change. I  
17 said, but have you ever done business with the City of  
18 Dallas? LAUGH

19 FISHER: No...

20 LEE: UI you need to turn around and do a mock, need  
21 to do a mock transaction with your, with the city.

22 FISHER: Well...

23 LEE: And see how difficult it is to lure developers  
24 into our, into the southern sect, well, into Dallas first  
25 of all. And more so now in the southern sector, you

1 know, because it's, it's like a gold rush.

2 FISHER: Right now all roads lead through you and the  
3 Council member, the planning and zoning Commissioner  
4 and the Council member if you wanta do something in  
5 any of those districts. LEO's....

6 LEE: Mm-hmmmm.

7 FISHER: ...yours, ahh, MAXINE's, it doesn't matter.  
8 Ahem, are they, are they...

9 LEE: UI

10 FISHER: ...are they trying to undo them.

11 LEE: They would like to. They would like to do that.  
12 I mean, that's the intent, and the intent, yeah, that,  
13 that's what, that's the plan.

14 FISHER: And they're not at risk because their  
15 communities are all developed out, so there's no risk  
16 you and CAROL BRANDON and LEO's Commissioner  
17 will come up with your own bright idea for the corner  
18 of, you know? Walnut Hill and Preston, ahh,  
19 that's already been done.

20 LEE: Right. You got it. That, that's the climate, you  
21 know, and it, it's, it's ahh, it's interesting. I  
22 mean it's, ahh...

23 FISHER: You like the current, I mean the current set up  
24 is...

25 LEE: I think the current set up works. The reason the

1 southern sector hadn't developed like the northern  
2 sector because there was a lot of land up there.  
3 There was a lot of opportunity to develop, but now  
4 we're seeing our tax dollars, I'm done, we're seeing  
5 our tax dollars leaving Dallas.  
6 FISHER: Yeah.  
7 LEE: Going to Frisco. And so, what do you do? You  
8 take undeveloped sections of the city and develop them.  
9 FISHER: Put them on the tax rolls.  
10 LEE: Hmmm, tax rolls. And now the guys up north are  
11 saying,  
12 well hell, we can't get down there because we got  
13 these single membered districts and these Councilmen  
14 and these Commissioners...  
15 FISHER: Putting requirements on us.  
16 LEE: You know, making us come down there and, you know,  
17 holding our, our feet to the fire. Where at first,  
18 you know, we could just kinda go on down there and do  
19 whatever, because, you know, everybody wanted to go  
20 north.  
21 FISHER: Yeah.  
22 LEE: And so we're like, you know, we can't come down  
23 and put substandard housing in there. You got the  
24 property, I'm sorry. You need to do the right thing.  
25 We're not, not getting the zoning done for you to come

1 down there to put a half-way house.

2 FISHER: BRIAN.

3 LEE: It is not happening. You know I'm sorry, could you  
4 come with a better deal, I know, you, you performing  
5 to make a whole lot more money, right now you gotta  
6 wait it out a bit.

7 PHONE RINGING

8 LEE: You gotta wait it out you know, you gotta grow  
9 with us.

10 FISHER: Well, 'cause you know, there's no chance of  
11 doing that half-way house on the north side of town.

12 LEE: Anything remotely like that. You know like, I  
13 men-, like I mentioned GATEWAY. That's what I, you  
14 know, I applaud you all, I think you guys have done  
15 a great job, you know, at, at, at meeting the needs of the  
16 less fortunate. I said, but with all due respect, I  
17 said, I'm, I'm not gonna allow you guys to come to the  
18 southern sector and build housing for transients.

19 FISHER: They were proposing a half-way house?

20 LEE: No, no, they wanted they, they're transients,  
21 people that are in their program that are now  
22 in the transitional home, houses, they wanta  
23 move'em to a more stable environment.

24 FISHER: OK.

25 LEE: I said, why don't you, you know, take your unit...

1 MR. MIKE?  
2 MICHAEL: How you doing?  
3 LEE: Alright sir.  
4 LEE: MICHAEL UI.  
5 FISHER: BILL FISHER, how are you?  
6 MICHAEL: Nice to meet you.  
7 LEE: Doing alright, sir?  
8 MICHAEL: Hey, you look good, good, real good.  
9 I got a meeting back over there. How long you  
10 gonna be here?  
11 LEE: Ahh, for a minute we've been, probably about  
12 another half hour.  
13 MICHAEL: OK. 'Cause, ahh, I'm gonna meet after that,  
14 and maybe we can go UI...  
15 LEE: OK. Alright.  
16 MICHAEL: OK.  
17 PAUSE  
18 WAITER: UI have time for a dessert or a coffee,  
19 cappuccino today?  
20 LEE: Ahh, no dessert for me, man.  
21 FISHER: I'd like coffee.  
22 WAITER: Coffee? Uh-huh.  
23 FISHER: You want some coffee?  
24 LEE: No, I'm not a coffee drinker. I'm trying to  
25 become one, BILL. But I don't know how...

1 FISHER: All those meetings over at STARBUCKS,  
2 you have to do something.

3 LEE: I know, I've learned to, to and I, I just don't  
4 like coffee. So I just, I've learned to, now that  
5 they got cider, 'cause it's their holiday season, so I  
6 can do cider.

7 FISHER: OK.

8 LEE: But then I was, I, I didn't want to do cider  
9 anymore because I notice they put out a bottle of  
10 Bigtree Tree Top. And I can get that at the store for  
11 99 cents.

12 FISHER: LAUGHING

13 LEE: I don't wanta pay 3, \$3.53 for you to add your  
14 little caramel and stuff to it. I say no, so I don't  
15 like that anymore.

16 FISHER: Now you know why STARBUCKS makes  
17 so much money.

18 LEE: I know, it's amazing. That thing is 99 cents a  
19 big deal. They charge me \$3.50, .53. And then they  
20 put some caramel in it, all the other fattening stuff  
21 into it and, and put it in the cup. I said OK. So  
22 now I have nothing to drink so I just....

23 FISHER: Hot chocolate?

24 LEE: No, I'm not a chocolate fan so. I just learned to  
25 do tea, somewhere, and I, I was teaed out over there with,

1 ahh, CISNEROS and those guys. Didn't want any more tea.

2 FISHER: What time you 'sposed to see those guys?

3 LEE: I just left 'em.

4 FISHER: Oh you just left 'em, OK.

5 LEE: Yeah, so we're gonna, there's gonna be, ahh, a

6 Dallas Morning News briefing today at 4: 00.

7 At 4:00 to kinda prepare everybody for what's coming

8 down the pipeline to see if we made any inroads

9 with the story.

10 FISHER: When is the article 'sposed to come out?

11 LEE: At the beginning of the year.

12 FISHER: Beginning of the year?

13 LEE: Open up the year with it. LAUGHING And you

14 would think this is, this whole article is, which,

15 and I must suggest or must say, that it will influence

16 policy. But you would think this is like legislation.

17 You would think this article is legislation.

18 FISHER: By the time the article comes out, where will

19 you be in the comprehensive plan?

20 LEE: Half way.

21 FISHER: Just community meetings?

22 LEE: Just ending our community meetings. Not even

23 giving the comprehensive plan a chance to even do its

24 job. We're paying these guys a million, one point

25 eight million dollars and you're gonna kill it?

1 FISHER: Is that what they're suggesting, that there's  
2 no reason to, comprehensive plan or?

3 LEE: Well, they're, they're not even taking that to  
4 consideration. I mean they, it's stupid, I mean, it's  
5 it's, it's not well thought out.

6 FISHER: Well, you say, you think it has political...

7 LEE: Well clearly. If, if, if, if it was a subjective  
8 view, and you knew all of these great things are  
9 happening in the southern sector, why would you  
10 sabotage it? If it was not politically motivated.

11 FISHER: What's the number one negative thing  
12 they say in the article or they're implying in the article?

13 LEE: They're essentially saying it's, it's, ahh, weak  
14 leadership.

15 FISHER: In the southern sector? So it's an attack on  
16 DON and LEO and...

17 LEE: All, all the Southern Sector folks.

18 FISHER: UI

19 LEE: ...and that's why we need a strong mayor.

20 PAUSE

21 LEE: We need somebody that can corral these  
22 Negroes, and I hate to put it out like that, but  
23 essentially that's what it's, that's what it is.

24 FISHER: It's really you all's time to shine so.

25 LEE: STUTTERING... I mean and then you'll really

1 be getting, getting an opportunity to see how politics  
2 and legislation, you know, policy is formed.

3 PHONE RINGING

4 FISHER: And how the newspaper plays a role?

5 LEE: And then the trickling STUTTERING the  
6 trickling down effect is, is, is even more  
7 omnious [sic]. You know, because  
8 you begin to tell guys, you know, you know, we've  
9 already picked who's gonna develop the southern  
10 sector.

11 FISHER: Oh, they tell you when you...

12 LEE: What I'm saying, that, if this article become  
13 legislation, and the powers that be get what they  
14 want, they're essentially gonna say, well, you know.  
15 This guy's building it. These, these are the people that  
16 are gonna be in place. I don't care who you like, you  
17 know,....

18 FISHER: Don't care what you and DON say.

19 LEE: Care what, what if they're a great developer that,  
20 you know, they're community based and all that stuff,  
21 that's real fine and dandy, but the guys that did  
22 Mockingbird Center's coming up here to do all the  
23 DART Rail deals that happen to be in you all's districts.

24 FISHER: OK.

25 LEE: And, and no, we're not gonna do your West

1 Village deal because they wanta do the West  
2 Village concept at allof the DART  
3 Rail Stations throughout the southern  
4 sector, so, you know, tell your guy no.  
5 FISHER: And if you don't, he won't get, your  
6 deal won't get by Council anyway.  
7 WAITER: MR. FISHER, thank you very much.  
8 LEE: Well, 'cause LAURA would, 'cause she's strong  
9 mayor now.  
10 FISHER: What does she do? She just drags you out in  
11 the planning process?  
12 LEE: No, you don't even make it that far. She has veto  
13 power.  
14 FISHER: Really, under her scenario?  
15 LEE: Total veto power, she picks and chooses all of the  
16 Commissioners, the Chairs...  
17 FISHER: Oh, really?  
18 LEE: ... she brought the, the other thing is bringing  
19 the Park Board underneath her so now she controls FAIR  
20 PARK, you know, she controls all of the, the ahh, the  
21 ART INSTITUTE, all of that stuff which is a separate  
22 board.  
23 FISHER: Right. Which you all appoint your own people to.  
24 LEE: But all of that comes underneath her. I mean, did  
25 you see the UI when she went out there to the

1 Cotton Bowl, and said she was gonna get more college  
2 games there. They're trying broker another deal. I  
3 don't have any money to do that.

4 FISHER: Broker another dealer with who?

5 LEE: To get some of the ahh, Dallas teams, the Texas  
6 teams to do another big bowl game here. And she's,  
7 whoever wants to do it.

8 FISHER: You mean other than the Cotton Bowl or?

9 LEE: At the Cotton Bowl.

10 FISHER: But just do a Texas/OU kinda rivalry game?

11 LEE: Right. Another big deal, because you know, we  
12 lost the Dallas Cowboys. Which was like, so that was  
13 an aim at, at the Park Board to say that if I had the Park  
14 Board underneath me, then I can broker these deals.

15 FISHER: OK.

16 LEE: I can get, I can line my people up the way I want  
17 them lined up, and I could get the job done. I don't  
18 have to, Park Board, you know, they can't tell me no.

19 FISHER: OK. That's really what it's all about.

20 LEE: I mean that's, that's the...

21 FISHER: You don't, you don't think it upsets her that  
22 when you and DON wanta pass a case in DON's district,  
23 that it gets passed?

24 LEE: She...

25 FISHER: Even if she hates it?

1 LEE: ...she's livid about it. She, she's livid. She's  
2 literally, you know. You know, she doesn't like us.  
3 You know? But that's, you know, she has to deal  
4 with us. Like for example, she didn't want any of the  
5 tax, she didn't want any tax credit deals done. So we  
6 were talking, say listen, LAURA. We're gonna get  
7 some tax credit deals done. We just want you to be  
8 clear about that. What are your issues? What's your  
9 problem? How can we work this out? 'Cause if not,  
10 we're gonna show, we're gonna make you look bad,  
11 because you gonna raise all this thing, about you don't  
12 want these deals done, we're gonna show you we're  
13 gonna get it done. Because we got enough people  
14 that want, want to see it happen. You know, so now  
15 what? Either get on board or get,  
16 get off. Or, or, and out there like, ahh, you  
17 know, like a duck by yourself. She chose to do that,  
18 and she's choosing to do some other stuff that I think  
19 is gonna, you know.

20 FISHER: Despite telling you she'd do something  
21 different?

22 LEE: Right. She has said, uhm, like they said in my  
23 neighborhood, two-faced, and uhm. I think she,  
24 but, you know, the flip side, I think LAURA is extremely  
25 strategic, she's got some good advisors, you know,

1 she's really, really, you know. She's, she's, she's  
2 doing some, some significant, significant strategizing.  
3 FISHER: In order to get her strong mayor thing up?  
4 LEE: Yeah, she's smart girl.  
5 FISHER: Yeah.  
6 LEE: She's a smart girl. Smart girl. I don't know  
7 who, I personally, I have no problem with LAURA. I think  
8 there's some policy issues, a lot of policy issues.  
9 I, personally, you know...  
10 FISHER: She's the weakest, she's the worse mayor we've  
11 had in Dallas in twenty years. Mayors like RON KIRK  
12 and the others, whether they're a black, white or  
13 indifferent, we had female mayors, we had STEVE  
14 BARTLETT, they went out of their way to bring unity to  
15 the Council, to focus on particular iss-, target  
16 particular issues, ahh, build consensus, try and make  
17 these votes, you know, fifteen-oh wherever possible,  
18 ahh, you know, the mayor was never on the wrong side  
19 of a vote. Literally, if, if, if the Council as a majority  
20 wanted to do things, then you didn't have a mayor out  
21 there grand standing going down in a fifteen to, in a  
22 fifteen person vote, thirteen to two. I mean, if you  
23 went through the list of how many votes she's been on,  
24 on absolutely not on the losing side, but the  
25 lopsidedly losing side, it's, it's,

1 I mean, it's ridiculous.

2 LEE: UI

3 FISHER: So, the issue for somebody like a mayor in a  
4 fourteen-one scenario like we have, is to build  
5 consensus around issues that the majority of the  
6 Council feels strongly about. She flat out just  
7 questions everybody else's judgement, and if it's not  
8 her judgement, it's your judgement is wrong whether  
9 it's your district....

10 LEE: The highway.

11 FISHER: ...or BILL BLADE's district, it doesn't matter.

12 Ahem, so she can't tackle any real issues, I mean,  
13 there's so, quite a few simple issues out there for Dallas  
14 like the City Manager, like police, fire safety  
15 issues, convention and visitor bureau, ahh, things. I  
16 mean what's she done? She's, ahh, she's a tearer  
17 down. She could get rid of the convention and bureau  
18 or leadership out there, but our, our convention business  
19 is off, you know, sixty percent.

20 LEE: Well, STUTTERING part of the structure is to  
21 bring the convention and business, goes  
22 underneath, ahh, the mayor.

23 FISHER: She, as far as I'm concerned, she's had her way  
24 with them and our convention business has gone into  
25 the toilet.

1 LEE: She wants even more power to, I guess, flush it  
2 now. LAUGHING  
3 FISHER: Well, I guess what other, what plan does she, I  
4 guess, other than to hire her own people to go in there.  
5 LEE: You know, I think, I think it's gonna be counter-  
6 productive.  
7 FISHER: You know, you go to these, ahem, seminars that  
8 they teach, you know, management seminars and they do  
9 an interesting exercise in several of them, they do,  
10 ahh, survival thing where, OK. Here is your  
11 situation, there's ten of you, you've been trapped on  
12 a desert island and here's your resources and here are  
13 your problems and what should you do? How, how would  
14 you address them, in what order, and ahh, I mean, you gotta  
15 hear what your choices are. Have each member of a  
16 group of say eight or ten of us fill out our  
17 individual, this is how we'd do it and then we turn  
18 those in and then afterwards eight or ten of us sit  
19 around and we do a consensus one, nine, ninety-nine  
20 percent of the time, the consensus result is the  
21 better of any of the individual ones. And see that's,  
22 I think, what the mayor is supposed to be doing, is  
23 trying to bring some...  
24 LEE: Consensus.  
25 FISHER: ...some consensus to it, particularly when the

1 issues are not controversial. I mean, you talked  
2 about, you know, my zoning cases, I mean, you know  
3 frankly, you know, the only thing controversial of my  
4 zoning cases is LAURA MILLER. Or, and because  
5 there's, you know, I've got community people down  
6 there, I got all of 'em down there. I, there isn't a  
7 voice on the record in my zoning case in opposition.  
8 So how would you be, and have a development plan  
9 you've worked closely on for six or nine months, you work  
10 closely with a Council member, you've held multiple  
11 community meetings, there have been all of these  
12 public hearings for comments, no one's opposed to what  
13 you're trying to do and yet the mayor's in your face  
14 when you go down there. That's not, you know, that, that  
15 wouldn't be an issue in north Dallas, she'd be raving  
16 about how much community support you had, so.

17 LEE: Hmmm.

18 FISHER: She has her agendas, and I think they're, in  
19 many cases, they're transparent, and I don't think  
20 they're intended to generate good results for the  
21 city. That, that isn't, kinda like the first issue.

22 LEE: Yeah. You STUTTERING hit the nail on the head.

23 And you know, I mean there's, ahh, there's gonna be a  
24 lot of battles ahead, man, you know. I was talking to  
25 DON, he was like, D'ANGELO, gotta fight.

1 FISHER: But, are they really a fight, I mean, when  
2 you and DON HILL want my project to get done,  
3 and I don't have any, I've got nothing but community  
4 support under the current set up, I mean, mine is a  
5 done deal, regardless of what LAURA does.

6 LEE: That's the whole case. The point is, is that I  
7 mean, you STUTTERING doing unnecessary temper,  
8 you know, temper tantrums. I mean, why, I mean, why,  
9 I mean you're not gonna win these cases. You're just  
10 gonna put yourself out there, and it's gonna be clear  
11 that you have an agenda. It's gonna be very clear UI, I  
12 mean, it's, it's, it is, it is, I mean, STEVIE WONDER  
13 could see that there is some motivation behind your  
14 comments and you just say why, just relax.

15 FISHER: Well, what other, does she have a better  
16 plan? I mean that's the other thing she...

17 LEE: She wants a strong mayor deal. That's all she's  
18 doing.

19 FISHER: OK.

20 LEE: And, she wants to show that she can stand alone.  
21 good or bad, that I can stand alone, and I can be  
22 against something that I believe that is not good for  
23 the city, and these guys don't know what's best.  
24 They don't know.

25 FISHER: So, she knows all neighborhoods and all

1 communities. Is that the, I mean, that's kind of the  
2 background of it, isn't it? How many districts are  
3 there, fourteen? She knows the inner workings of  
4 all of the block areas in your district?

5 LEE: You would think, that...

6 FISHER: Well, I mean, that's how I think it's just  
7 endemic in what she's saying, I mean, that's the approach,  
8 is I know what's best for the city in all cases, all areas,  
9 all neighborhoods, all city blocks. I mean, that  
10 has to be rooted in some belief that you are familiar...

11 LEE: That's the implication. PHONE RINGING

12 Wait a minute, I think this is my daughter.

13 Good afternoon. Yes, sir. I am, uhm, at the, ahh,  
14 Capital Grill. Yeah, where are you? Okay. Alright.  
15 I, I'll call you back in a few.

16 FISHER: So, at this, just to wrap up where  
17 we are, you know, we're...

18 LEE: We're getting, so who's gonna meet with,  
19 uhm, with, ahh, the planner?

20 FISHER: OK.

21 LEE: Make sure all of the, ahh, because, opposed  
22 to having a PD, we gonna be specifics in our,  
23 in our deed restrictions.

24 FISHER: OK.

25 LEE: And, it's essentially everything that you're

1 agreeing to you know, in regards to doing the deal  
2 the way you said. It's gonna be a mixed-use deal.  
3 FISHER: Alright.  
4 LEE: You known, the density, the style, and, you know.  
5 You're gonna, to the, to the degree we can put that  
6 in public deed restrictions, that's what we're going  
7 to do. And, that's it.  
8 FISHER: And you're happy and...?  
9 LEE: I'm, I'm happy. All, I just want your commitment  
10 that you're gonna do the deal. Just as it's been  
11 presented to me. I like it. I like the mixed-use.  
12 I like, the, uhm, ahh, multi-family on top. You know,  
13 I love the, the fact that you brought in, ahh, you  
14 know, community involvement in, in the retail piece.  
15 You know, we love that, you know, ahh  
16 we'll STUTTERING be putting in there HUB  
17 participation and things of that nature in the  
18 deed restrictions. And, so, if we can, you know,  
19 get those things done. Because, I believe, and, and  
20 and this is my modus operandi, and I tell  
21 Darren and all these other guys,  
22 I said, it's real important that those individuals  
23 that are vested in our community participate in  
24 the development of the southern sector.  
25 It's unfair to bring people that have no vested

1 interest in our community to develop it. And, it's real  
2 stupid and it's bad leadership for us to have,  
3 you know, electricians from Amarillo, and you got  
4 electricians in your community. It looks really bad  
5 going, doing a national search for a retail developer  
6 and you got a retail developer in your community.  
7 FISHER: Right.  
8 LEE: Let's, let's, you know, let's be creative, let's,  
9 you know, that's how you keep communities alive.  
10 Because I, you know, if I've invested in that community  
11 then, I'm a part of that. That's why the ALBERTSON'S  
12 deal looked so good and, you know, instead,  
13 because, you know, community's policing it. Excuse me.  
14 FISHER: Well..  
15 LEE: They're policing it because, I don't care, we  
16 feel like that's ours.  
17 FISHER: An ownership?  
18 LEE: The pride of ownership. We look at Darren  
19 and we look at those guys and say,  
20 Darren did that, pick that paper up.  
21 FISHER: OK.  
22 LEE: You know, we did this. This is, opposed to  
23 other areas where, you know, ;you just feel  
24 like, you know, somebody just threw up a  
25 shopping center.

1 FISHER: OK.

2 LEE: So, your deal brings all of that stuff to life,  
3 and those the deals that we like see, you know,  
4 happen in the southern sector. And,  
5 those the deals that we're countering these  
6 arguments, these articles taht are coming down.

7 FISHER: So BSEAT, getting BSEAT involved  
8 on the retail piece was important in your mind?

9 LEE: Yeah, I think it's important for Dallas. It's  
10 important for the southern sector. That's how  
11 you make those deals work.

12 FISHER: Ahh, I, I, would tend to agree with you.  
13 I think local participation  
14 tends to make the projects better.

15 LEE: Sure, it does, man. And, and, and, we, I  
16 certainly understand deals have to perform and  
17 you're a developer. It has to make sense,  
18 You know...

19 FISHER: Well, you can't get 'em financed, otherwise.

20 LEE: You know, so, you know, we understand that. But,  
21 But, to the degree that, you know, you can en, engage  
22 the community in that development, then I think it's  
23 a win-win for everyone involved. Well, I know it's a  
24 win-win, I mean, you, across the country, see  
25 developments where there were, you know, community-

1 community-based CHDOs and CDCs involved in those  
2 developments. They worked, and they're working.  
3 FISHER: OK.  
4 LEE: And, they're performing and they're in, you know,  
5 they've given their return on their investment,  
6 you know. The, you know, the developers are not  
7 running into the community and running out.  
8 FISHER: You know this case comes up, ahh,  
9 what, a week from Thursday?  
10 LEE: Hmmm.  
11 FISHER: So, should we get together again and...  
12 LEE: We can.  
13 FISHER: ..between now and then?  
14 LEE: We can.  
15 FISHER: I just want to make sure that you understand  
16 the door's open here, I want to make sure that I'm  
17 doing LAUGHING what you expect of me here,  
18 that, so that I have some assurance....  
19 LEE: What I want you to do....  
20 FISHER: ...we're going to get across the finish line.  
21 LEE: What I want you to do is talk to Suzan and make  
22 sure that Suzan is, is very specific in the deed restrict.  
23 I don't to UI that she ask me, what do you want,  
24 I said I'm not going to do that. Bill knows.  
25 You guys know. So, you gonna make sure,

1 I want it down to, to design.

2 FISHER: The, the, one of the things I want to caution  
3 you on, I've got, you know, you know,  
4 we can't create a PD in this...

5 LEE: I'm not doing a PD.

6 FISHER: In the deed restrictions, ahh, because, you  
7 know, again, I have to finance it, so there'll be  
8 some limitations on the deed restrictions.

9 Now, you know, I've got a contract with BSEAT on the  
10 development side of it. You know, we can include  
11 some stuff in that contract too, if it helps, but,  
12 you know, there'll be a limit to how much you can  
13 put in the deed restrictions.

14 LEE: Well, to the degree, to the degree that it does  
15 not impede upon your financing, then,  
16 you just need to let me know that.

17 FISHER: OK.

18 LEE: Say, you know, you known, Commissioner,  
19 you know, the reason I can't state it like this is,  
20 you know, this is why.

21 FISHER: OK.

22 LEE: And, you know, and I can say, you know,  
23 OK, 'cause I want the deal to get done. I don't  
24 want to impede upon your financing,  
25 none, you know, at all.

1 FISHER: And like the circumstance with the  
2 sponsorship of the party, you're going to tell me,  
3 I mean, if, even though Kathy's calling you  
4 on my behalf, you're going to call me and we're  
5 going to talk about it if you feel like I'm missing  
6 the boat here.

7 LEE: Yeah, yeah, and, and, and I would tell her, I  
8 mean, I want, you know, one thing about me is that I  
9 try to be open.

10 FISHER: What I'm afr..., Kathy's always going to  
11 be involved, but, I feel like she's screening me off.  
12 And, you know, the one thing is I do want to be helped  
13 and have advice, but I also don't want to be  
14 screened off communicating with you, so.

15 LEE: You don't have to ever, ever worry about that.  
16 If you ever want to meet with me...

17 FISHER: OK.

18 LEE: Alone, it's always OK. I don't want to mess up UI  
19 Kathy's relationship with anybody, but I tell her, and  
20 what I said to you, I told her. You know, I told her.  
21 I said, you know, Kathy, you know, I think you need  
22 to give your guy better advice. Personally, you know,

23 FISHER: And you help me make sure that doesn't  
24 happen again?

25 LEE: Hey, I'm, I'm available to you.

1 FISHER: OK. Alright.

2 LEE: You got my number. I'll always meet you.

3 I like you Bill. I want your deal to fly. I really do.

4 FISHER: I just want to make sure that we got a good

5 line of communication and if there's something that I

6 need to do to add certainty to these transactions,

7 I, you know, I certainly want to at least be the one

8 saying yes or no to them.

9 LEE: Just don't give me any difficult deals, stuff

10 that I, that, you know, and I just ask that when you

11 go out and you buy property in the southern sector,

12 you know, if it's, if you as though that, that, that's

13 gonna be a, a very serious zoning issue regarding

14 these things think twice about picking it up.

15 FISHER: But, you understand UI, kind of back to

16 the same thing, the only serious zoning issue I ever

17 had is with the Mayor, or an issue with you all, I,

18 you know, just, put, take it into context. When I go

19 to San Antonio, and I'm zoning a piece in San

20 Antonio and I've done three of them in the last year,

21 you know, the issue is always, have you met with

22 the community; do they know what you're doing, do

23 you have community support? And if you have

24 opposition, what's the nature of the opposition; and

25 what have you done to work through opposition

1 issues? And, generally, I'm bringing forth a case,  
2 in almost all cases, with all of the important constituents,  
3 the formal neighborhood association, the, ahh, school  
4 district, other, uhm, what I'd call stakeholders in it,  
5 supporting my project; and that's kind of the litmus test.  
6 What's unusual here is I bring forth these cases,  
7 regardless of how complicated they are, with, even  
8 the comm, all the community leadership behind it.  
9 And, no, I didn't, in a couple of these cases,  
10 I didn't have a single voice in opposition, uhm, on  
11 the record yet, I end up getting turned down, so.  
12 LEE: Well, you got your deals, you know, you got  
13 a couple of deals done. So, ...  
14 FISHER: I had thirteen here. I had..  
15 LEE: But we can't put 'em all done.  
16 FISHER: No, I understand that. I was, you know,  
17 again the reason to have thirteen is to get some...  
18 LEE: You got one, you got, you got, your Arbor Wood,  
19 your Village Fair, I know that's LEON's deal, but, I  
20 mean, it was both y'all's deal from the beginning, and,  
21 you know, you got, you know, your, your Fantroy deal.  
22 You could have gotten this other deal, you know.  
23 FISHER: What did, what did, what didn't I  
24 do, not delay, or is ...  
25 LEE: I don't want to discuss it anymore.

1 FISHER: Alright. OK.

2 LEE: I just think that we can still get it done.

3 FISHER: And, you'll tell me how?

4 LEE: Yeah.

5 FISHER: Alright, just...

6 LEE: I just want to, I just want to assure you, that

7 don't be afraid of me.

8 FISHER: Yeah, 'cause I, I mean, I'm a little gun shy of

9 both you and DON right now, 'cause I'm just not sure...

10 LEE: And, and, and UI...

11 FISHER: And, and, and, I'm taking, frankly, I'm not

12 gun shy, I'm taking responsibility myself. I obviously

13 missed the boat somewhere. There's some things

14 that I should have been doing, that I didn't do, that,

15 that, frankly, I'm not sure I consciously understood

16 was critical, and ahh, I've obviously missed that and

17 I don't, I want to make sure we don't have

18 that situation...

19 LEE: And, we won't. But, what I don't want you to do

20 is to, let us, let us help you, you know, and I know

21 you have every right to be standoffish and, and to be

22 very critical, and intentional, about the deal, and that's

23 fine, and we're OK with that, but, but, let us offer

24 some advice, and then, you STUTTERING you want

25 it, you want it, if you don't, you don't, you know..

1 FISHER: And, and that's what I'm asking. Let's make  
2 sure yours and my communication is clear. You tell me  
3 and I will say yes or no to it. You know, I'm really the  
4 decision maker in the loop on these issues. In some cases,  
5 cases I gotta touch base with Salim. Uhm, but, let's  
6 make sure you're just shooting straight and telling  
7 me what I need to do, 'cause I'm looking for as much  
8 certainty in these as you can reasonably give me.  
9 LEE: Sure, without a doubt. You got it.  
10 FISHER: Alright.  
11 LEE: I guarantee you.  
12 FISHER: Great.  
13 LEE: We're gonna get the zoning stuff done first, just  
14 as, just as, a, a, a sign that we're gonna move forward.  
15 FISHER: And let's, let's at least get together between  
16 now and the following Thursday.  
17 LEE: Let's do it.  
18 FISHER: Even if it's just for a cup of coffee or,  
19 ahh, apple cider.  
20 LEE: Make sure, make sure, you talk to Suzan and  
21 make sure that the deed restrictions are as specific  
22 as possible, that it's not going to hinder your financing.  
23 Get it to me, let me look it over, I told her give it to me  
24 before she gives it over to the attorneys.  
25 FISHER: OK. Absolutley. We'll run it by you first.

1 LEE: So we can make sure that everything's in place  
2 prior to getting ahh, Kathy.  
3 FISHER: And, you'll call me if we're having a problem?  
4 LEE: Without a doubt.  
5 FISHER: Great. Alright. Thank you.  
6 LEE: So you can count on it.  
7 FISHER: Appreciate it.  
8 LEE: OK. And, you may...  
9 FISHER: Good to see you.  
10 LEE: This may be a blessing in disguise.  
11 FISHER: I, I think, I think your delay was a good idea  
12 to get us together I much prefer this, I...  
13 LEE: I think it's gonna be, I think it's gonna be a  
14 probably more lucrative deal.  
15 FISHER: Well good.  
16 LEE: We'll, we'll see. We'll see. OK?  
17 FISHER: Alrighty.  
18 LEE: UI need to use the restroom UI  
19 FISHER: Alrighty.  
20 Background noise..  
21 END 2ND SIDE OF TAPE  
22  
23  
24  
25